



I'm 8(a) Certified, Now What?

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Getting the Most Out of Your 8(a) Certification



Qualify for set-aside or sole source contract awards – increasing prime and subcontracting opportunities



Opportunity to build capacity and grow by establishing Joint Ventures and participating in the All Small Mentor-Protégé Program



Access to training, management and technical assistance programs, guaranteed loans and bonding assistance; 8(a) Surplus Property

8(a) Certified... Now What?



Connect with your SBA Business Opportunity Specialist



Maintain your 8(a) Certification & ensure you fulfill your annual review requirements



Focus on strengthening your Business Plan & Capability Statement around Federal contracting

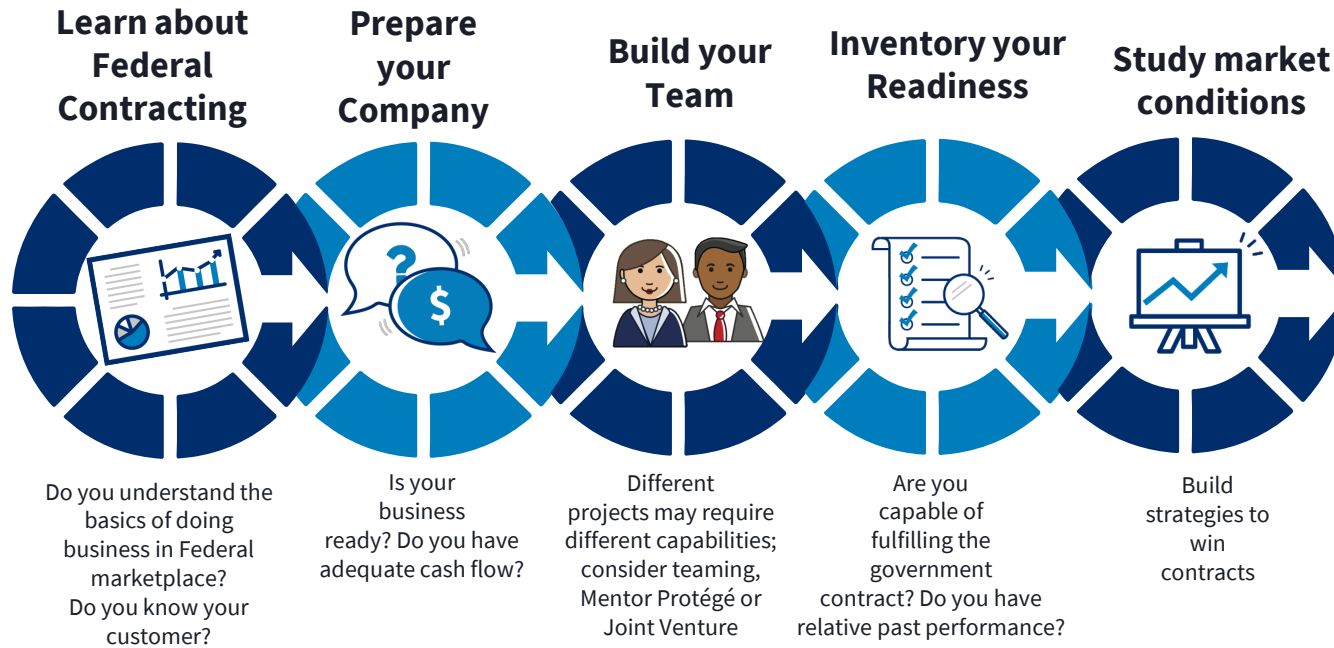


Invest in SBA's 7(j) Training



Build Capacity! Find a mentor and apply for SBA's Mentor Protégé Program or create a Joint Venture

Effective Steps to Gain a Competitive Edge in Government Contracting



Leverage the Search Letter / Requirements Letter Tools

WHAT?

- In support of your Self-Marketing efforts
- Letter from SBA to contracting agency suggesting 8(a) sole source
- Note that you may not be the only 8(a) firm requesting a Search Letter/Requirement Letter for the same opportunity

WHEN?

- After you have identified a potential requirement through your self-marketing efforts
- Estimated contract value under \$4.5M for Services or \$7M for Manufacturing
- Solicitation/RFQ has not been posted on FBO/SAM.gov
- If Sources Sought on FBO/SAM.gov, then set-aside must not be identified

HOW?

- Include your capability statement
- Response is not required by the contracting agency
- Use in conjunction with other self-marketing efforts

Business Development Resources

7(j) Management and Technical Assistance Training

[7\(j\) Management and Technical Assistance Program \(sba.gov\)](#)

[Welcome to Bidspeed \(fedbidspeed.com\)](http://fedbidspeed.com)

Mentor Protégé Program

[SBA Mentor-Protégé program](#)

Email sbampp@sba.gov

8(a) Business Development Program

[8\(a\) Business Development program \(sba.gov\)](#)

Email 8aQuestions@sba.gov

SBA Contacts

Business Opportunity Specialist (BOS)

Search for local SBA District Office

[SBA.gov/LocalAssistance](https://www.sba.gov/LocalAssistance)

Procurement Center Representatives (PCRs)

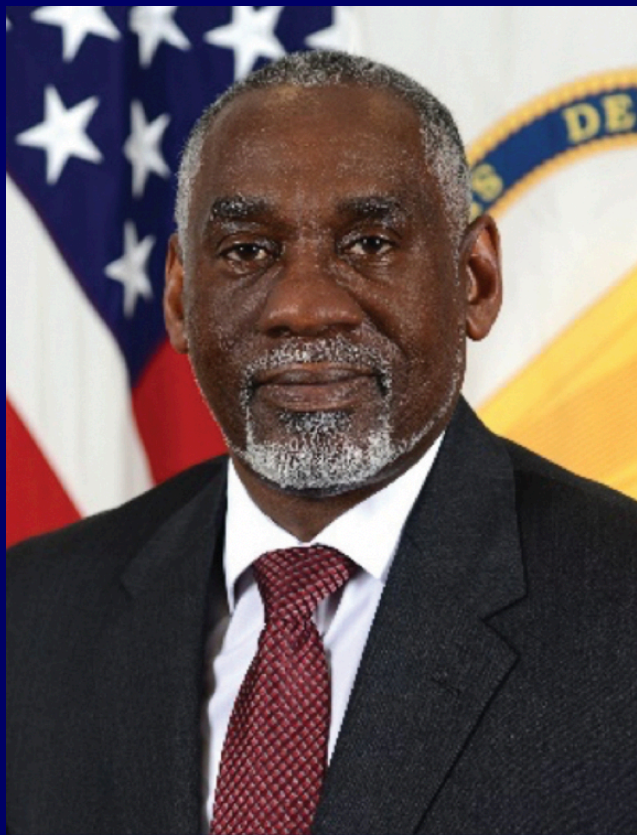
[PCR Directory online](#)

SBA Answer Desk (general questions)

answerdesk@sba.gov

8(a) Participants may email SBA at

8aQuestions@sba.gov



Tommy Marks

Director

**Virginia MBDA Business Center,
Minority Business Development Agency
(MBDA)**

OUR MISSION

VIRGINIA MBDA BUSINESS CENTER

manages relationships and sources of deals by promoting the interests of MBEs; educating MBEs on the benefits of strategic growth alternatives (e.g., mergers, acquisitions, and/or joint ventures); and providing service referrals to MBEs of all sizes.

ABOUT US

Our center is staffed with a group of seasoned business consultants that provide technical assistance and business development services to promote growth and global competitiveness of MBEs.



Business Development
Assisting Clients to Increase Revenue
Assisting in Securing Transactions
Capital Building Assistance
Management, Financial & Technology



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An overhead view of a meeting table with several people working. The table is cluttered with laptops, tablets, notebooks, and coffee cups. The scene is dimly lit with a blue tint. The text 'Polling Questions' is overlaid in the center in a bright yellow font.

Polling Questions

What I wish I knew about the 8(a) program to help leverage certification for business growth



Amber Peebles,
*President of Athena Construction,
8(a), WOSB, SDVOSB, HUBZone
certified small business.*



Necole Parker,
*CEO of The ELOCEN Group,
Graduated 8(a), 8(a) JV, WOSB
small business*



Vinita Negi,
*CEO of Trigent Solutions,
8(a), WOSB, 8(a) STARS small
business*



What were the key decisions that lead you to apply and enter the 8(a) Business Development Program?



Did you have any Federal contracts prior to entering the program and what was the size and scope of those contracts?



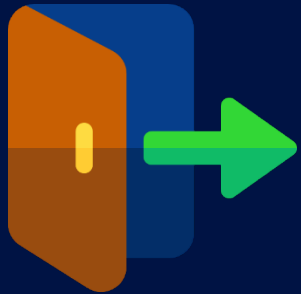
What processes or structural changes did you make after entering the program?



How did your mindset change as a business owner as you progressed through the program?



**What role has mentorship
played in your journey through
the program?**



How and when did you begin preparing for exiting the program?



When is or was your graduation year from the 8(a) Program?



What advice would you give a firm that is currently in year 5 and hasn't received their first Federal contract?